

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

UNCLAS STATE 259967

E.O. 11652: NA

TAGS: BFOL, KU

SUBJ: SAND-LIME BRICK AND CEMENT PRODUCTS FACTORY

REF: (A) KUWAIT 3349

(B) STATE 248332

(C) KUWAIT 4984

1. IN CONNECTION WITH REF B, PARA 3, FOREIGN INVESTMENT
SERVICES STAFF (FISS) HAS RECEIVED REPLIES FROM SEVERAL U.S. COMPANIES

REGARDING THEIR INTEREST IN SUBJ PROJECT. THE FOLLOWING EXCERPT, FROM
THE LETTER OF MR. JAMES P. VINKE, VICE PRES. SALES, MARBLEHEAD
LIME COMPANY, CHICAGO, ILLINOIS, TYPICAL OF THE RESPONSES FISS HAS
RECEIVED: "...FOR VARIOUS REASONS, THE SAND-LIME BRICK INDUSTRY
HAS NEVER DEVELOPED TO ANY SIGNIFICANT EXTENT IN THE UNITED STATES.
AS A

RESULT, OUR EXPERIENCE AND KNOWLEDGE OF THAT INDUSTRY IS QUITE
LIMITED, AND WE WOULD NOT BE QUALIFIED TECHNICALLY TO TAKE
ADVANTAGE OF THIS OPPORTUNITY."

2. FISS DOUBTS IT WILL BE ABLE TO GENEATE INTEREST IN THE SAND-LIME
BRICK FACTORY. HOWEVER, FISS HAS RECEIVED INTEREST FROM A SECOND
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POSSIBLE CANDIDATE FOR THE CEMENT BASED INDUSTRIES. MR. PAUL R.

JOHNSON, VICE PRES OF SALES, GLEN-GERY CORP., 227 NORTH
5TH STREET, P.O. BOX 1542, READING, PA. 19603,
TELEPHONE (215) 374-40011 HAS EXPRESSED INTEREST IN SANDAL-RASHED'S
PROPOSAL FOR CEMENT PRODUCTS. MR. JOHNSON HAS ASKED THAT THE
KUWAITI FIRM BE ADVISED OF GLEN-GERY'S INTEREST. GLEN-GERY IS A
PRODUCER OF BRICKS STRUCTURAL TILE, CLAY, CONDUIT AND CONCRETE
PRODUCTS. IT HAS 24 MILLION DOLLARS IN ANNUAL SALES AND EMPLOYS
1000.

3. FISS WILL CONTINUE TO ADVISE EMBASSY OF ANY POSITIVE REPLIES IT
RECEIVES. INGERSOLL

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